



CHRISTURAJ M
SENIOR RELATIONSHIP
MANAGER

PROFILE

A dynamic professional with 6 years of experience in Business management in financial industry and administration. Excellent interpersonal effective communication & organizational skills with proven abilities in relationship management, thorough knowledge of sales management function. I have successfully steered nonperforming branches into high performing locations more than once and I am always looking for more opportunities to do so.

CONTACT

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EXPERIENCE

AGEAS FEDERAL LIFE INSURANCE (AUGUST 2021-TILL DATE)

Currently responsible for the business of Ageas Federal Life Insurance company and it's relationship management with banca distribution of federal bank , training, and driving 5 federal bank branches with strength of more than 40 members

ICICI PRUDENTIAL LIFE INSURANCE COMPANY LTD (JUNE 2017 -JULY 2021)

As associate finance service manager of ICICI PRUDENTIAL, I was responsible for managing the business of the corporate channels by developing new tie-ups and maintaining a working relationship with the corporate agents. A high level of leadership and technical skills were adapted and applied for supervising officers, coordinating and training junior staffs. A superior level of customer relationship and service, active participation in sales management were combined for the business development in addition to tracking and analyzing banking economic trends. I was entrusted with managing the business activities for two regions. Performed random visits and assisted the branch managers in achieving the targets as a part of my supervision. Always had to ensure all activities ran smoothly and effectively in compliance with company policies and procedures for the development of the department.

ADMINISTRATOR IN SN GROUP (Feb 2015- May 2017)

Worked as administrator in SN GROUP from February 2015 to May 2017. Worked actively in coordinating the business and day to day activities of the firm, controlling both HR and Finance departments along with the operations.

EDUCATION

ANNA UNIVERSITY

BACHELOR OF ENGINEERING (CGPA-7.1): MECHANICAL ENGINEERING (2009- 2013)

KEY SKILLS AND CHARACTERISTICS

Innovation skills: Ability to create and identify new potential opportunities to develop the business as always valued throughout my work history. I think out of the box to generate new ideas, devise strategies and approaches to seek opportunities for the improvement of the organization .

Leadership skills: Able to demonstrate high level of leadership skills in coordinating the partners ,resolving conflicts, being the authoritative person who works closely with subordinates ,builds and maintains a trustworthy relationship with colleagues.

ACCOMPLISHMENTS

- Qualified the “RBH OFF SITE DELHI” with second position in Kerala
- Awarded as the “BEST FINANCIAL CONSULTANT” in the region for the FY 2017-18

DECLARATION

I hereby declare that the information provided above are true to my knowledge & belief.